



DLA DIBBS/DOD Bidding

Submitting Electronic RFQ Quotes to DLA

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Purpose of todays Webinar



DIBBS Electronic Quoting

What you need to know!

What we will Cover

- Previous Webinars
 - A quick review
- What to know before you Quote
- RFQ's vs RFP's
- Automated Quotes and Evaluations
- Electronic RFQ Quote Demonstration

Subjects Covered in Previous Webinars



- Must have a Duns Number
- Be registered in SAM
- Acquire a cage code
- Registered in Dibbs and have a Password
- Registered in C-folders and have a Password
 - Download Lucent Viewer
- Be JCP certified
- Understand How to Search Dibbs

Government Acquisition Philosophy?



- Defense Logistics Agency (DLA) i.e DOD
 - War Fighter Focused
 - Like Competition
 - Quality Products- Delivered on time-Lowest cost
 - Makes Thousands of Awards each day
- DLA does not own the all Data Rights
 - 15% of solicitations are open competition
 - Government owns the data rights

How DLA Supply Centers buy

- Approved Source Original OEM
 - Cage Code and Part Number
- Qualified Products/Manufacturers lists
 - QPL's/QMLs
- Source controlled via approved Sources
- Fully Competitive AMSC G only 15%
 - bid sets and drawings available

Know this before you Quote



- Understand the requirement
 - All Drawings
 - All Specifications
- Read the Solicitation
 - Including Master Solicitation Document
- Acquisition Method Status Code (AMSC-G)
- If not G be able to show how you acquired drawings
- Must be qualified

Types of Dibbs Solicitations

- **Request for Quote (RFQ) < \$150,000**
 - Solicitations and Quoting are Automated
 - Micro Purchase threshold <\$3500
 - Average Solicitation is ~\$4000
 - Awards based on low price/Qualified Supplier
- **Request for Proposal (RFP) >\$150,000**
 - Quotes must be written and mailed
 - Awards based on price plus other considerations
- **Solicitations >\$25,000 are also on FBO.gov**

Automated Request For Quote (RFQ)



- **Solicitation and Evaluation is Automated**
- **Solicitations with a T or U in 9th Position**
 - Examples (SPE4A7-17-**T**-P334, SPE4A7-17-**U**-0354)
- **Automated Evaluation**
 - Qualified Supplier (Bid without Exception)
 - Lowest reasonable PRICE
- **Manual Evaluation when**
 - Solicitations has First Article Required. (FAT)
 - Solicitations requires Production Lot Testing (PLT)
 - Q in 9th position of solicitation
 - Buyer given additional Award flexibility

How will DLA Evaluate my Quote



- **Automated Quotes**
 - Computer Evaluation of Qualified Quotations
 - **Lowest PRICE/Reasonableness**
- **Manual Evaluation Factors**
 - Automated Best Value System
 - Scores Past Performance
 - Delivery and Quality
 - No History- your score is neutral
- **Onsite survey**
 - Usually Higher Dollar awards
 - Capability
 - Financial Ability to perform

DLA Social Economic Goals

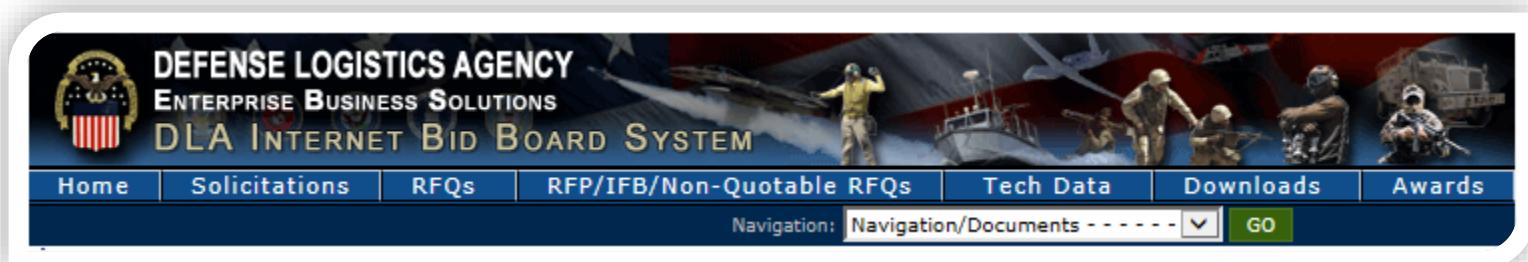


- Small Business (SB)
- HUBZone
- Service Disabled Veteran-Owned Small Business (SDVOSB)
- Combined Set Asides
- Woman Owned
- 8(a)
- Fast Award (F) usually <\$3500.

DLA DIBBS Web Site

Defense Logistics Agency (DLA)

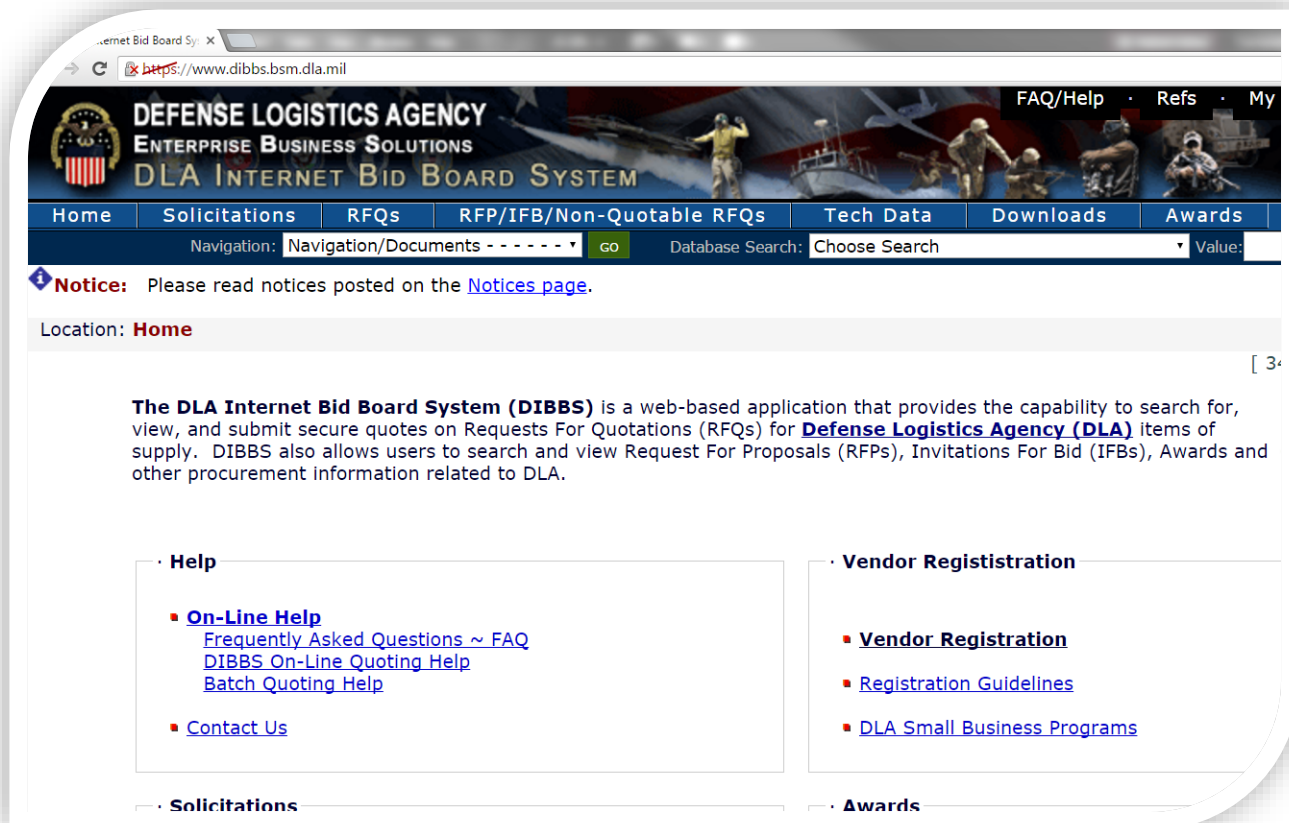
- DOD only solicitations (most, not all)
- DLA Internet Bid Board System (DIBBS)
- <https://www.dibbs.bsm.dla.mil/>



Dibbs Quote Demonstration



- Google DLA Dibbs
- Click on <https://www.dibbs.bsm.dla.mil/>



Bid without Exception

- Quote is in exact compliance with Solicitation
- Non G item exact PN and cage code
- Quoting Exceptions that are allowed
 - Different delivery then required
 - Origin inspection vs destination
 - A correction to a PN or Cage Code
 - Other then new Manufacture ie used, Govt surplus
 - Quote different valid for days
- Re-Quoting a bid supersedes a previous bid

Alternate Bid/Offer



- If you wish to supply other than the approved part, you will have to submit your bid as an Alternate Bid.
- Offers of alternate products will not be evaluated for the current procurement

Alternate Offer



- Requires a complete Technical Data Package
- Supports the Quote being submitted on the NSN that is currently being solicited
- Must Demonstrate the product is of the same quality, form fit and function and competitively priced
- Will not be evaluated with current solicitation
- You can submit an Unsolicited Offer Technical Data Package (SAR) to the Alternate Offer Monitor at any time

Bid with Exception



- Precludes receiving an Automated Award
- Taking exception to Item Description
 - Drawings or Solicitation Description
- Taking exceptions to Packaging Requirements
- Destination vs Origin Inspection
- Changing the required quantity
- Quoting quantity variances outside solicitation
- Exceptions to FOB point

No Bid

- Only way to delete a Previous Bid
- Bidding a Zero Quantity forces a No Bid

Review Quote



Review Quote and Submit - Step 2
Steps: 1 2 3

DIBBS Quote Input Form - Step 2

Solicitation#:
SPE7MC T5032

Prepared By:
DIBBS

Quoting For CAGE:
DIBBS

Display Date/Time: 12/23/20 2:27:54 PM
Buyer Code:
PMCMU

Header

- Bid Type: **Bid Without Exception**
- Meets Packaging and RFID Requirements: **Yes**
- Discount Terms: **1/2% 20 Days**
- Quote Valid for **45** days
- Federal Supply Schedule (FSS) / Basic Ordering Agmt (BOA) / Blanket Purchase Agmt (BPA): **N/A**
- FOB Point: **Destination**
- Government Inspection Point: **Destination**
- SPI Process Proposed: **No**

Price

- **Pricing & Delivery:**

NSN/PN: **4820000** Nomenclature: **VALVE, VACUUM BREAKING**

LINE	PR	QUANTITY	U	UNIT PRICE	DELIVERY DAYS
0001	005	17	EA	0.01	1

Total Amount: **\$0.17**

- **Minimum Order Quantity:**

Is a larger quantity obtainable at no additional total price due to a minimum order quantity?
NSN/Part#: **4820000** Available: **No**

- **Quantity Variance:**

NSN/Part#: **4820000** + 0 - 0

- **Immediate Ship Quantity:**

Is there a quantity available for immediate shipment?
NSN/Part#: **4820000** Available: **No**

Quote Accepted



[Quoting Help](#) [RFQ Search](#) [Search Quotes](#) [Log Out](#)

Your Quote submitted successfully.

Solicitation #	Total	Quoting For CAGE	Quoter	Vendor Quote#	Quote Date/Time ET
SPE7MC T5032	\$0.00	DIBBS	J S SBO		12/23/20 2:46:52 PM

[New RFQ Search](#) [View Today's Submitted Quotes](#) [Search Submitted Quotes](#)

Fast Trak Quoting
If you know your solicitation number, you may enter it here and go directly to step one of the quote form by passing the RFQ search.

Fast Trak Quoting
Solicitation #:
(Enter without dashes or spaces)

Post Award Questions



- DLA DIBBS Home page
- Awards
- Post Award Request
 - Questions after an Award
 - Contract and PR Number
 - DLA Office set aside to Respond

Tactics for Success

- Locating the Right Solicitation
- Understanding the Requirement
- Understanding the Contract Terms
- Submitting an Electronic Quote

- Packaging Item Correctly
- Shipping documents and labels accurate
- Inspection Success
- Delivering a quality product on time

- Invoice Accuracy in WAWF

IT TAKES COMMITMENT TO BE SUCCESSFUL

Contact Information



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Questions?